

NICK

Discussed with Lene & at Diane's Trip

Q3 Revenue Forecast								97,408	3/23/95
	Actual	Actual	To-date	Forecast					Post March
Source	Jan	Feb	Mar	Mar	Apr	May	Jun	Beyond	Totals
Backlog/Booked Revenue:									
AOL		50,000	25,000	✓ 25,000					-
CMP II,II & Qualcards			27,470	✓ 35,950	5,000				5,000
CMP Maintenance	4,100	4,100	4,100	✓ 4,100	4,100	4,100	4,100	20,500	32,800
Conquest		5,000		✓ 5,000					-
Datavault	8,380	7,616	10,506	✓ 12,500	15,000	15,000	15,000	89,004	134,004
Diamond Micro Systems		13,500							-
Fulcrum		50,000		50,000		50,000			50,000
George Mason University			15,000	✓ 15,000					-
House Info Systems	5,000								-
Information Concepts			13,050	✓ 13,050					-
Intel	1,000	1,000	1,000	✓ 1,000					-
Michels / Food Net	23,434			23,434		23,435	23,435	✓	46,869
National Science Foundation		7,500							-
NCMS	10,000								-
NPD	12,500								-
NYT/IBM		40,000	25,000	✓ 25,000	24,000				24,000
Ntl Center Disease Cntrl		12,450			10,000				-
Reuters					50,000	50,000	50,000	✓ 38,800	188,800
RJO/DTIC	1,249			8,500			33,000	4,216	37,216
SAIC	5,000								-
SBIR NASA	22,785				25,000	25,000	25,000	523,273	598,273
Scholastic Maintenance	3,000	3,000	3,000	✓ 3,000	3,000	3,000	3,000	6,000	15,000
Scientec			7,500	✓ 7,500					-
SFNA			35,000	✓ 35,000		35,000	63,209	25,000	123,209
Stanford		10,000			10,000	14,964			24,964
Summary Corp			(7,500)	✓ (7,500)					-
Univ of Mich	13,500								-
Total Actual/Backlog	109,947	204,166	159,126	256,534	146,100	220,499	216,744	706,793	1,290,135
Bruce to Close:									
American Geophysical Union			15,000	✓ 13,500					-
BLM				15,000					-
Datalytics			15,000	✓ 15,000					-
EBSCO/Information Canada			14,500	✓ 15,000					-
KPMG			10,000	✓ 20,000					-
MIGA/World Bank				20,000					-
Open Source 7mo renewal				4,143	4,142	4,142	4,142	12,426	24,852
Pac Bell			14,000	✓ 14,000					-
SCO				42,000					-
Spry Free				25,000					-
Spry Server				10,000					-
Sun Sentinel				15,000					-
Cushion				(108,000)					-
Swedish University Agri			13,800	✓ 13,800					-
<i>media / Rik Info for P33</i>			15,000	✓ 15,000					-
Subtotal - Bruce	-	-	82,300	114,443	4,142	4,142	4,142	12,426	24,852
AOL				35,000					-
Legeslative Data Center			50,000	✓ 50,000		50,000		23,650	123,650
SHL Systems House				10,000					-
Subtotal Cyndy to Close	-	-	50,000	95,000	50,000	50,000	50,000	23,650	123,650
Intel					30,000		50,000	70,000	150,000
Simba				35,000		40,000			40,000
Subtotal Larry	-	-	35,000	35,000	30,000	40,000	50,000	70,000	190,000
Total Bottoms Up Fcst	109,947	204,166	291,426	500,976	180,242	314,641	270,886	812,869	1,628,637
Cummulative	109,947	314,113	605,539	815,090	180,242	494,883	765,768	2,393,727	1,738,584
Potential Upside -									
Bruce									
Larry									
Cyndy									
Total Actual/Forecast	109,947	204,166		500,976	180,242	314,641	270,886	812,869	1,738,584
Cummulative	109,947	314,113		815,090	180,242	494,883	765,768	2,393,727	

150

75
225

✓ ① - originally plan

✓ ② - Cash flows

✓ ③ - Rollup of 96 & 95

✓ ④ - Net Income Expense - Fest
+ Actual

? → ⑤ How getting to \$12 million

? (6) imbed who client of PC MAC

(c) End of Next week

- Lohel - Sheila
- Reed on P/B
- Technical

feedback week

(b) Technology Rights Discussion 1 day

? (c) Nervous - Len

- solos 99s negotiating contracts

(d) Britannia Rights going forward if on acquisition.

(e) Realistic - Easy to review - will Ask for
an opinion

* (g) Major defect in a contract that could
create some liability of Rights to Property } Len's
- finding } could
impact
pricing

NICK

MD for support
calls by a
day - Email
20-30 email

12

5530 Dec

- platform
dependent
bugs

Next

2006

? relate to
installed base
Talk to Tom.